

Ind. miss.

Dup.

**The  
Industrial  
Missions  
Association  
of America**



**CIRCULAR OF GENERAL  
INFORMATION**

**105 East 22d Street, New York**

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- JOHN W. WOOD. Corresponding Secretary Domestic and Foreign Missionary Society of the Protestant Episcopal Church. NEW YORK.

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Those marked \* form the Board of Trustees.

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For Ladies' Committee see inside of cover, last page.

## The Objects

The main object of the Industrial Missions Association of America is, by the inauguration and maintenance of auxiliary industrial operations, to co-operate with any approved Evangelical Missionary Society in their efforts to extend the Kingdom of Our Lord Jesus Christ in the dark places of the earth.

Another special object of the Association is, that as soon as possible its work should be wholly self-supporting and independent of donations.

An Industrial Missionary, like a Medical Missionary, is better understood by the generality of natives than an Evangelistic Missionary. The benefits of a Medical Mission, however, appeal to a man once in say five years, whereas the benefits of an Industrial Mission appeal to him every day of his life, and if every Industrial Missionary is, as he should be, *an Evangelist as well*, he may be a great power for good. There are many men and women who would not be suitable as Evangelistic Missionaries, who would be most useful as self-supporting Industrial Missionaries, and no burden to anyone. It will be an object of this Association to find and utilize such persons at home and abroad.

From the Missionary point of view such industries as the Society propose to initiate will be of the utmost importance, and will meet a long felt and urgent need, by providing employment for the native population in general, and for native converts, and scholars from orphanages as they grow into manhood. Missionaries in India, and the Indian Government also, have felt the extreme difficulty of dealing with such cases and providing the native Christians with suitable employment. The same difficulty exists in almost every Missionary Field.

From the financial standpoint the project is also encouraging. In many parts the rate of pay for labor is low, materials of many kinds of manufactures are readily obtainable, and Asiatic workers when properly trained and controlled are

frequently very efficient workmen, and produce very effective and attractive art and other manufactures, at prices that should, on a proper commercial basis, make the undertaking self-supporting and remunerative.

There is an immense unused power for good, a long buried talent, in the Capital belonging to Christian people, which if wisely invested in such industries as the Association desires to establish, might be productive of untold good in the support of Missionary effort, while still making a suitable return to the investor. It is an object of the Association to utilize this wasted force.

An important object of the Association will be to establish depots (as separate concerns) in



Embossing Metal

New York and other centers, and carry on business as manufacturers, importers and dealers in carpets, embroideries, hammered metal work and many other productions of Missionary lands, especially such articles as may be produced at Missionary stations. The sale will not be confined to Missionary productions, as it will be necessary to supplement the supply which can be received from Missionary stations by other similar articles imported or purchased, as neither the quantity, nor the quality, nor the variety, necessary to stock good stores, can as yet be obtained from purely Missionary sources. These depots will, however, serve many purposes, in advertising the Association, making a market for Missionary productions, making profits in home lands



which can be expended on Mission Fields, and as centers for Industrial Missionary enterprise.

It is also proposed, as way may open, to establish depots in suitable Missionary centers, to supply Missionaries and others with such articles as they may require.

While the Association will reserve the right to engage in any kind of commerce or industry should occasion demand, yet the thought is rather to engage in *Retail* business than any other kind in the Home markets, in order to effect the objects previously mentioned.

It is an object of the Association to infuse Missionary spirit where possible into commercial and industrial workers at home and abroad, and it is also an object to relieve Missionaries as much as



Lace Making at Home, India

possible of the necessity of attending to such details.

Another special object of the Association will be to encourage the erection of factories in various Missionary centers where goods which are now imported by that country can be manufactured and find a local and profitable market. These factories will, however, be entirely distinct as organizations from this Association.

Household industries in which women as well as men will be able to follow their art or craft in their own homes will be encouraged in localities where factories will not be so easily or prudently established. Large numbers of dependent people, men and women, may thus be enabled to

become independent and self-supporting, and so raised in the scale of humanity, and made a source of strength instead of a burden, to the community.

The Association is assured in advance of the support and co-operation of the Missionary fraternity, and although the enterprise is intended to be entirely outside the scope of actual Missionary work—the work of the Association commencing where the preparatory work of the Missionary ceases—yet the co-operation of Missionaries, in the earlier stages especially of any enterprise, will be of great value. The technical education of their adherents which reasonably comes within the province of Missionaries, is very often rendered useless, unless some industries exist, such as the Association proposes to establish, in which the workers, when efficient, can find employment. The governments of India, Ceylon, and other places, have the same difficulty to contend with, and are desirous of the same kind of assistance as this Association proposes to give to Missions.

The Association will specially avoid trespassing on the legitimate sphere of work of the Missionary Societies in their various fields of labor abroad, and it will also specially avoid appealing to Churches of any denomination for financial assistance, it being understood between the Association and the various Missionary Boards who express approval of the objects of the Association, that it shall appeal for funds direct from the Christian public. Express invitations from ministers may, however, be accepted by the Association, but should any question arise on any points of comity as between this Association and the Missionary Boards, it shall be decided by submission to the Advisory Council which will include many officials of the Boards.

It will be a special object of the Association to find useful openings for every one whose heart the LORD may touch with a desire to co-operate with this service. Honorary positions and others for which suitable remuneration will be paid, will be provided where possible, for all who can demonstrate to the satisfaction of the Committee:

1st. That they seek such a position from the highest motives.

2d. That they can in some definite manner be of real service to the Association.

The Commercial community will not be slow to realize that "Industry" or "Industries" should, wherever possible, be a keynote of Missionary enterprise. There is great scope in the Missionary Fields for self-supporting industrial laymen—engineers, mechanics, agriculturists, needle-workers, and others—both men and women. What would ministers in the Home Lands do without their lay helpers? The need for them is just as urgent in many a Mission Station, and yet they need be no financial burden upon the Mission.

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## Fundamental Principles

From the material point of view, the principle of self-support takes precedence. Everything must, as far as possible, be arranged on the highest commercial principles, as these alone are sound and wholesome. Sentiment (as apart from principle) must ever be discarded in favor of practical common sense. If the industries established are self-supporting there is no limit to their possible expansion and multiplication.

No native worker is to receive a privilege above another *merely* because he calls himself a Christian.

A professed Christian is expected to be a better man than he was as a heathen. This is his only claim for preference.

Favoring is bribery. A fair field and no favor is the principle adopted, whether to professed Christian or professed pagan; but whether one or the other, all workers come under, and must remain under, Christian influence.

No scheme will be entertained which does not aim to benefit Missionary enterprise, and appear likely to be financially sound, and in which capital may be *invested* with a good prospect of its being secure, and of its paying reasonable interest to the investor.

At the same time the Association must under-

take considerable pioneer and experimental work, which must cost money, and, moreover, many applications for grants are received by the Association, which may be most useful, but which need *gifts* and not loans.

The Association is inter-denominational and designed to co-operate with all Protestant Missions, whether British, American, or Foreign.

While the promotion of the industrial side of Missionary work is the special feature of the Association, the still greater importance of the Spiritual Work of Missions is fully recognized, and the greatest care will be taken to preserve the Spiritual character of the work, and to prevent the secular element at any time assuming too great an importance. The Association is a religious and not merely a philanthropic organization. It is established for precisely the same purposes as the Evangelical Missionary Societies, and aims at being useful and auxiliary to them all.

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## The Need

At a conference held in May last in the Board Room of the Presbyterian Board of Foreign Missions in New York, at which most of the leading Missionary Boards were represented, it was unanimously agreed by those present that "*Industrial work on a thoroughly sound commercial basis is of the utmost importance for the robust development of the work of Foreign Missions.*"

The opinions of Missionaries and others, as expressed to the Industrial Missions Aid Society of London, established for the same objects as this Association, and appended to this pamphlet, set forth the need there is for such a work as the Association hopes to accomplish.

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## The Methods

The Association will endeavor to accomplish its objects by adopting the following methods:

1st. By assisting financially and otherwise in the inauguration and development of self-supporting Industrial Missionary operations in foreign



fields, in order to find, as far as may be reasonably possible, a means of livelihood for Mission adherents, famine orphans and others, thus helping them to become a vigorous, self-supporting Christian community.

(This is a source of immense perplexity to Missionaries having converts who have been deprived of their previous means of existence on accepting Christ, or scholars arriving at that time of life when they must earn their own living.)

2d. By inaugurating and maintaining subsidiary organizations in the Home Land, mainly *retail* depots, to effect the following objects:

(a) To be the means of making known the Association and its objects to American Christians.

N. B.—If this Association is to assume such a position that it shall be a real benefit to Missions, *it must itself be strong*, financially and otherwise. In order to get strong, it must be widely known. But to make it widely known costs a great deal of money for advertising, circulars, pamphlets, etc. If the Association has such depots as the English Society has in London, for the sale of Mission-made and other goods, it could advertise its own goods and the object of the Association at the same time, and the cost of the advertising would be recouped by the profits on the sale of goods resulting from the advertisements.

(b) To make a market in the Home Land for articles manufactured in Missionary Lands, and especially for those manufactured in Missionary Stations.

(c) To train and test candidates desiring to devote themselves in foreign lands to Missionary Industrial operations on self-supporting lines in connection with this Association.

(d) To make profits to be expended in forwarding the purposes of the Association.

(e) To be in every case a center of industrial Missionary enterprise in connection with this Association.

3d. By receiving donations, or capital, for investment, or loans on which reasonable interest will be paid, to be utilized for the general purposes of the Association at the discretion of the Trustees.

The Association will adopt any such other methods which may be considered wise and right by the Board of Trustees, confirmed if desirable by the Advisory Council, and which it may be anticipated will directly or indirectly assist in the accomplishment of the objects of the Association.

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## The Scope

The possibilities for extension, which may be of the utmost utility to Missions and Missionaries all over the world, and which may at the same time be both self-supporting and profitable, is limited only by the men and means available for the purpose. Practically the scope is unlimited. As the work extends, it should by degrees become entirely independent of donations, and consequently no burden to the Christian public, but directly and indirectly a source of financial strength to other Missions.

The Association will, however, at all times be a useful channel for the placing in the most deserving quarters in the Missionary Field, of the free-will offerings of Christian people.

There is a distinct limit to the number of Missionaries who can be supported by contributions, but there need be no limit to the number of Industrial Missionaries who earn their own living.

Capital to an almost indefinite amount can be most usefully employed for the purpose of loans or mortgages to Missionaries for building or other purposes at moderate rates of interest, and yet with undoubted security.

While, however, the scope for the operations of the Association are so large, the greatest caution will of course be exercised to avoid overburdening the Association at its commencement, either by expenses or responsibilities of any kind.

The Student Volunteer Movement, addressed to university students, who number thousands only, and who in most cases would be necessarily dependent on Missionary Societies for their support, has been highly successful, and accomplished much good; but an even larger field

of usefulness might be developed by appealing to the professional and industrial classes, who number millions, and who could be self-supporting.



Looms for Rug Weaving, Ahmednagar, India

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### What Others Are Doing

Industrial work, such as that suggested in this pamphlet, has been carried on in Mangalore, Palghat, Calicut, and other places in India, as well as on the West Coast of Africa, for many years past, by the Basle (German) Mission, with excellent results. The influence of the Godly factory managers on Mission adherents has been "incalculable for good," and financially the Industrial side of the Mission has for many years handed over to the Spiritual work, profits, after paying 5 per cent. interest on the capital invested, amounting to from \$40,000 to \$50,000 per annum. The roofing tiles made by the above Mission are in great demand all over India for the best new buildings for Government and private use, and their cloth has the reputation of being the best obtainable.

Why should not these results be multiplied throughout all Missionary Fields by means of this Association?

The Industrial Missions Aid Society of London has also aided in the solution of the great problems affecting industrial work as connected with Missionary operations.

This Society has established in Ahmednagar, India, a factory for the production of rugs, in connection with the American Board of Commissioners of Foreign Missions, which employs

about 200 hands. With further means of extension, so that the output can be doubled, and other industries established, it is expected that the industries of Ahmednagar will not only be self-supporting, but profitable, and an object lesson to the whole of the Missionary Field.

The English Society also employs several hundred persons, through Missionaries in various stations, American as well as English, in India, China, Africa, West Indies, Eastern Europe, and other parts, in "Home Industries," making embroideries, laces, preserves, etc., which are sold through depots, established for the purpose, in London and elsewhere.

The work already accomplished by the London Society is a mere commencement compared to the unlimited possibilities which exist, and much of this working having been carried out in connection with American Missions, the Christian public of the United States is invited to co-operate in establishing much other similar work which greatly needs to be undertaken. Urgent invitations have been received from Agra, Rajpootana, Travancore, Poona, Jalna, Aurungabad, Sholapur, Ahmedabad, Ceylon, Western Africa, Singapore, China, and other places, many of which come from American Missions. This proposed American Association will take an active part in some of the above schemes, in cordial co-operation with the London Society in such manner as may be arranged.

It is reasonable, therefore, that American Christian Capitalists should listen to the appeals of American Missionaries, and take their part in this good work. American Missions should not be dependent for their industrial necessities on the good offices of English Christians, but England and America should proceed in cordial co-operation in the solution of these great Missionary problems, which have been so largely adopted by the Anglo-Saxon race, in the name and for the sake of our Lord Jesus Christ, for the benefit and advancement, temporal and Spiritual, of the huge populations of the Orient, and the doubly dark inhabitants of the great African Continent.

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"With the objects of the scheme every intelligent Christian must sympathize. To devote business talent and capital in this spirit and on these principles to a business of this sort, is to inaugurate an ideal form of Christian commercial enterprise, and we hope yet to witness in its success another noble fruitage of the Gospel."

REVIEW OF THE "MISSIONARY RECORD OF THE  
UNITED PRESBYTERIAN CHURCH"  
OF SCOTLAND.

When the same scheme was put before British Christians.



The following appreciations of the work of the London Society are evidence of the usefulness of the work this Association is designed to accomplish;

The following document was received by Mr. Fry from the American Board of Commissioners for Foreign Missions:

To the Friends of the American Board:

It gives us pleasure to introduce Mr. H. W. Fry, founder of the Industrial Missions Aid Society of London. Mr. Fry has been connected with this Society since its organization as its practical director and head. The recent deputation of the American Board to India met the officers of this Society and some of its directors at its rooms in London and later saw no little of its work in India. This deputation heartily endorsed the work of the Society and Mr. Fry, its founder.

The Missionaries of the American Board at Ahmednagar, where this Society has been carrying on operations for some years, in a communication dated January 23, 1903, and signed by all the male Missionaries of that station and vicinity, warmly approved of the Society and its operations. Dr. Charles Cuthbert Hall, the recent Barrows-Haskell lecturer in India, as well as His Excellency, Lord Northcote, Governor of the Bombay Presidency, gave this Society and Mr. Fry their hearty endorsement.

We would therefore commend this work to American friends of Industrial training for people in non-Christian lands. The labors of this Society are supplementary to the work which our Missionaries are attempting to do in the way of Industrial training, and which seems essential in order to give that training practical value to the Christian communities. We remain,

Very sincerely yours,

SAMUEL B. CAPEN,  
JAMES L. BARTON.

The London Society has been recognized as a useful Institution by the late Queen Victoria, by King Edward, and by Lord George Hamilton, the Secretary of State for India.

Sir Mancherjee Bhownagree, K. C. S. I., in his speech in the British House of Commons, on November 10, 1902, referred to the work of the Society carried on in conjunction with the

American Marathi Mission, in Ahmednagar, as an "object lesson which might be very widely imitated."

His Excellency Lord Northcote, Governor of the Bombay Presidency, in an autograph letter addressed to Mr. H. W. Fry, the founder of the Industrial Missions Aid Society, says:

"As I understand you are about to leave India for a time on a visit to Great Britain and the United States, I take the opportunity to thank you very sincerely for the excellent work you have done in connection with the Native Technical School at Ahmednagar. The manufactory established there is of great value to the boys, and the quality of their work highly satisfactory. Personally I sympathize keenly with every attempt to establish manufactures in India upon a sound basis, to render the population of this country less entirely dependent on agriculture for their subsistence. The Government of Bombay will always regard such Institutions as that of Ahmednagar with the keenest interest and sympathy, and I shall be truly glad if you are able to receive any assistance toward its development from your American or British friends."

**The "Indian Witness," Calcutta,**

the organ of the Methodist Episcopal Church in America, after publishing *in extenso* the original circular describing the scheme, adds:

"In commendation of the above it may be said:

"1. It does not purpose to make a mixture of business and benevolence.

"2. It proposes to give assistance to business projects of business men in a business manner.

"3. The ultimate object is a good one, viz., making or earning money to aid Mission work in foreign lands."

**Bishop Thoburn**

(Methodist Episcopal Church in America.)

"The idea upon which the Industrial Missions Aid Society is based is not only a noble one, but its plan of operation is practical, and its promise of usefulness very great indeed."

**Mr. Heli Chatelain**

writes from Benguella, West Africa: "Like my friend Bishop Thoburn, I had for many years been thinking and speaking of just such an organization, and like another Indian Missionary consider your effort to be an answer

to a world-wide prayer, and the realization, in part at least, of the long-cherished hopes of a host of practical Missionaries, not to speak of the unconscious, unuttered longing of millions of natives, everywhere sighing and groaning for some means to bridge the gulf that separates them from the civilized white man."

**Resolution of the Corresponding Committee of the Church Missionary Society in Panjab and Sindh, India.**

"The Corresponding Committee having considered the proposals of the Industrial Missions Aid Society, are of opinion that such a scheme of industry, efficiently carried out, would be likely to prove of great benefit indirectly to Christian Missions."

**Resolution of the Madras Missionary Conference.**

"This Conference, having heard Mr. H. W. Fry, co-founder of the Industrial Missions Aid Society, expresses its warm sympathy with the aims and methods of the Society, as sketched by him, and its belief that, under Divine blessing, it will prove to be a most valuable auxiliary to the operations of the various Missionary Societies in South India, especially in stimulating habits of industry among our converts, and in developing self-support among our churches."

**Resolution of the Wesleyan Methodist South India Synod at Bangalore.**

"That this Synod had heard with pleasure Mr. Fry expound the principles of the Industrial Missions Aid Society, that it believes the Society is calculated to be of much use to Missions in India, and offers him its heartiest sympathy in the work he has started."

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## **Why the Association Should Be Helped**

Because experience has proved the practicability and usefulness of Industrial Missions in the Foreign Field.

Because it is a means of finding employment for Native Converts, who frequently suffer persecution and the loss of all things on accepting Christianity, and also of providing a means of livelihood for famine orphans.

Because it relieves the Missionary by organizing Industries and providing the necessary capital and business management, thus by its aid, the Missionary is enabled to devote all his time to his Spiritual work.

Because industrial work should not only be self-supporting, but also a means of increasing the funds available for the development of Missionary enterprise, and consequently a support instead of a burden to Christian Churches.

Because industrial work in the Mission Field teaches the natives that honest labor is dignified and ennobling.

Because a Native Convert may thus become independent and a supporter of the Mission instead of a burden to it.

Because in some countries closed to the Gospel, Industrial work is the key that will open the way to the preaching of the Word of God.

Because there is no nobler means by which one may "trade with" one, two, or five talents, whether of time, or means, or commercial ability, and make them "other five," two, or one, than in substantially building up the Kingdom of Christ in the dark places of the earth.

Because it is a means by which GIFTS can be made continually reproductive, and hence more profitable, while capital can be INVESTED and bring in interest while employed in work which, as a Christian, one must approve. A vast amount of Christian wealth now buried in a napkin, ought by this means to be used for the furtherance of the Gospel of Jesus Christ.

Because, finally, Paul, the model Missionary, was an Industrial Missionary (see Acts xviii. 3; Acts xx. 34; 1 Cor. iv. 12; 1 Thess. ii. 9; 2 Thess. iii. 8-9). The sooner and the more completely we get on Industrial lines in Missionary enterprise, the sooner we shall conform to the most perfect model set before us in God's Word.

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## Appeal

Finally the Committee submit that there is no Agency that has in the past, or that probably will in the future, do more as Pioneers to open out new markets, and prepare uncivilized people



and countries for the advent of Commerce, or to raise those already partially civilized, for the general benefit of the commercial world, than the Missionary Agency; but to complete its utility, it needs and is appealing for the co-operation of the commercial and industrial world. Looking at matters from the merely mundane point of view, it is therefore only reasonable that Commerce should support Missionary enterprise, but looking at things from the highest and noblest standpoint, Commerce may be made as truly a Missionary work as preaching.

"Trade follows the flag," but the flag follows the Missionary, and all three ought to be linked together, the one auxiliary to the other, with the noble aim of not only extending Commerce and civilization, but of extending at the same time, the Kingdom of our Lord Jesus Christ.

The Committee therefore specially appeal to **Laymen**, to **Commercial men** and **Commercial firms**, as well as to **professional men**, **mechanics** and other **lay men** and **women**, that they will unite themselves with this auxiliary Missionary Association and support it financially and with their counsel and influence, and where possible with their personal service, in order that the work of the Missionary Societies may be strengthened, vivified and popularized.

To enable the Association to be effectively put before the Christian public, the Committee desire to raise at once an "**Inaugural Fund**" of \$10,000 or upwards, with which to meet preliminary expenses of all kinds, and to be, in short, the "capital" with which to start the enterprise. As soon as this amount is received or guaranteed the Association will be incorporated in accordance with the best legal advice, and a Board of Trustees will be formed, and the usual executive officials appointed.

Donations towards the "**Inaugural Fund**" mentioned at the commencement of this pamphlet, and for the furtherance of the objects of the Association, will be gratefully received.

Further information may be obtained on application to Mr. H. W. Fry, 105 East 22nd Street, New York, where all correspondence should for the present be addressed.

It is urgently desired that contributions may be generous, as it is impossible to engage really expert assistance, which, as American commercial men will readily admit, is, humanly speaking, the best economy, if the work of the Association is to be efficiently conducted.



Native Christian Rug Weaver  
Ahmednagar, India

## Addendum

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Since the above was printed, the Association has been duly incorporated with a capital of \$20,000, and a Board of Directors has been appointed as intimated on the first inside page of the cover.

Subscriptions to the Stock of the Association are now solicited, together with donations for the general purposes of the Association to be used at the discretion of the Board of Directors.

## **Ladies' Committee**

**Mrs. GRANT CORBIN**

Lennox Avenue, East Orange, N. J.

**Mrs. GRANT CRAMER**

Lennox Avenue, East Orange, N. J.

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